

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Aero Industries

Florida Manufacturing Extension Partnership

Aero Industries Wins NASA Solicitation

Client Profile:

Aero Metals, founded in 1979, supplies titanium tungsten, aluminum copper, brass and other steels to the aerospace, marine, airline and medical industries. The woman-owned company employs 12 people at its facility in Titusville, Florida.

Situation:

After Aero Industries attended a Acquisition Response Training interactive workshop, which guides participants through the process of doing business with the government, it became apparent that the company's office practices significantly limited the amount of time staff could spend actively seeking new business opportunities and government solicitations. While the workshop improved Aero Industries' government contracting skills, the company needed assistance with internal processes to help them effectively pursue these opportunities. They contacted the Florida Manufacturing Extension Partnership (FMEP), a NIST MEP network affiliate, for help.

Solution:

Florida MEP conducted a Value Stream Mapping course that allowed participants to visualize the current state of the target processes and plan for a future state that eliminates the waste in these processes. The training resulted in the formation of a Continuous Improvement Plan which enabled Aero Metals to begin acquiring the resources to actively seek government contracts.

Results:

- * Awarded a 5-year blanket purchase agreement with NASA.
- * Created 2 new jobs.

Testimonial:

"We were not working on any government business prior to Florida MEP's training course. Since then we have won a contract and employees have gone for further training. We have hired a government business sales person and an intern in our warehouse to further our goals identified through our work with Florida MEP."

Nancy Simmons, President